

EDEN+

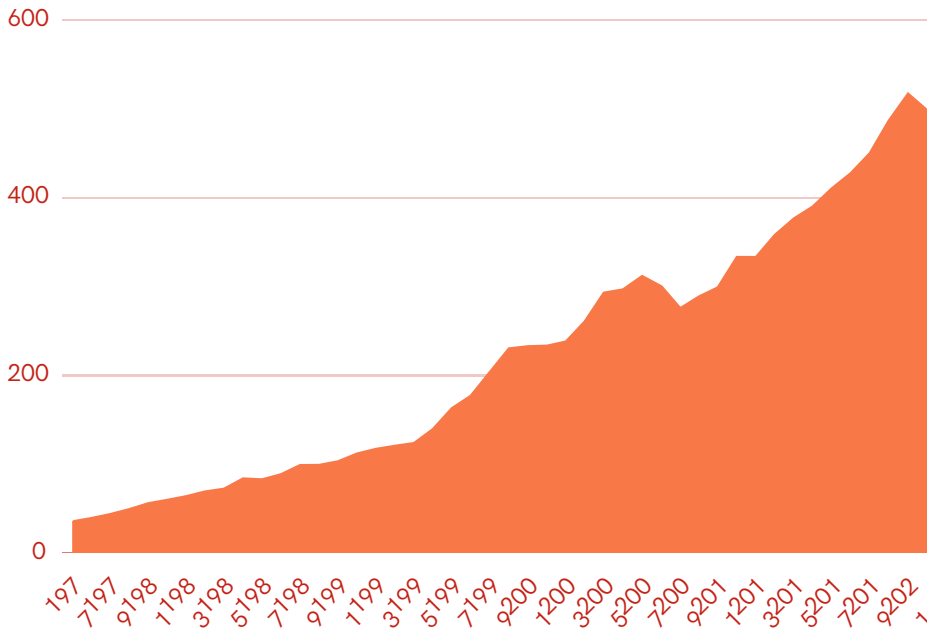
St. Louis Philanthropic Landscape

2023



NATIONAL PHILANTHROPIC LANDSCAPE

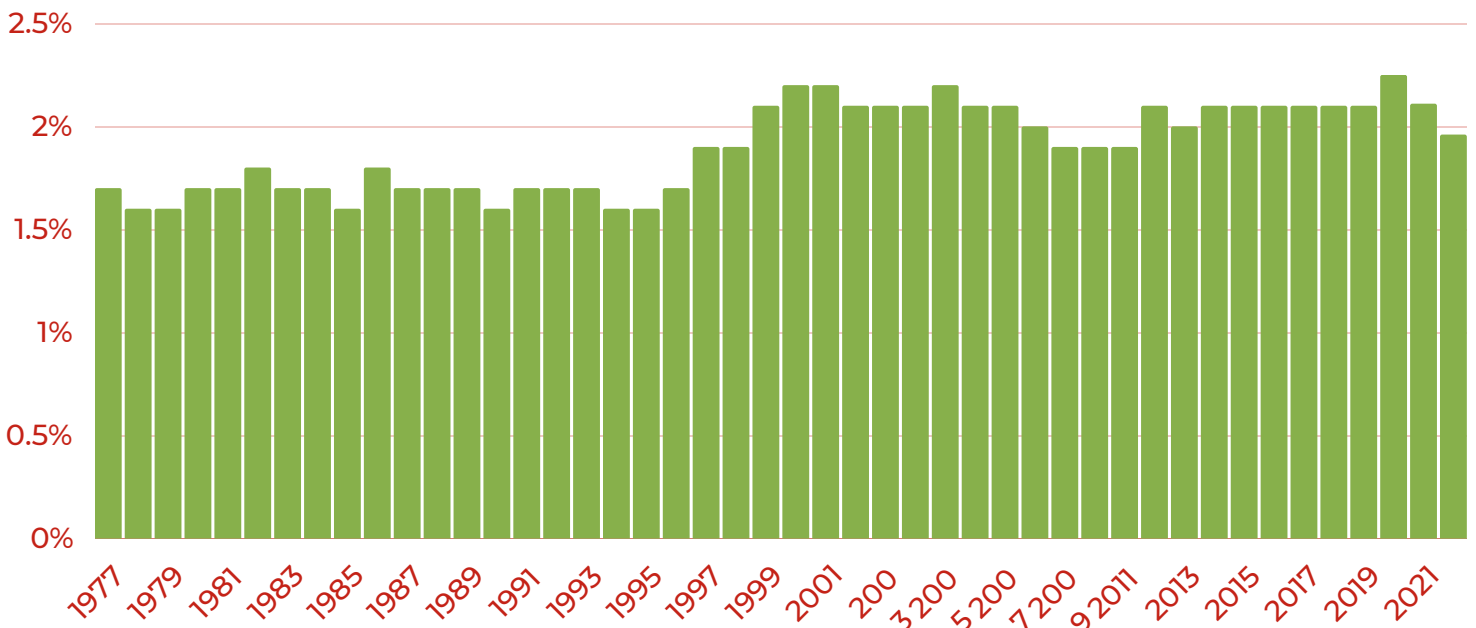
TOTAL US GIVING



**TOTAL US GIVING
IN 2022:
\$499.33 BILLION**

Overall giving fell for just the third time in the last 40 years. Adjusted for inflation, total giving fell by 10.5% in 2022.

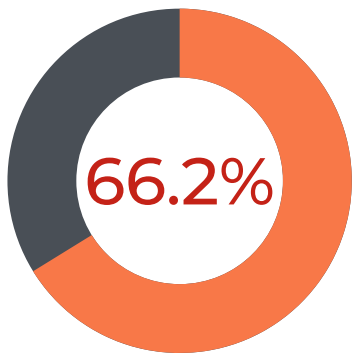
US GIVING AS A PERCENTAGE OF GDP



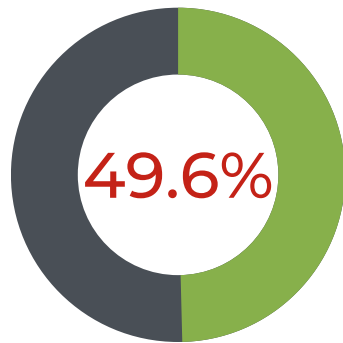
Giving as a percentage of GDP dropped to 1.96% in 2022 after rising to 2.25% in 2020.

SOURCES AND RECIPIENTS OF GIFTS

HOUSEHOLDS MAKING CHARITABLE GIFTS

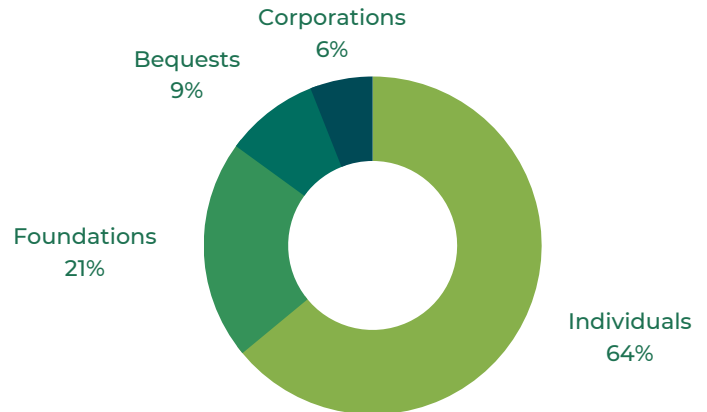


2000



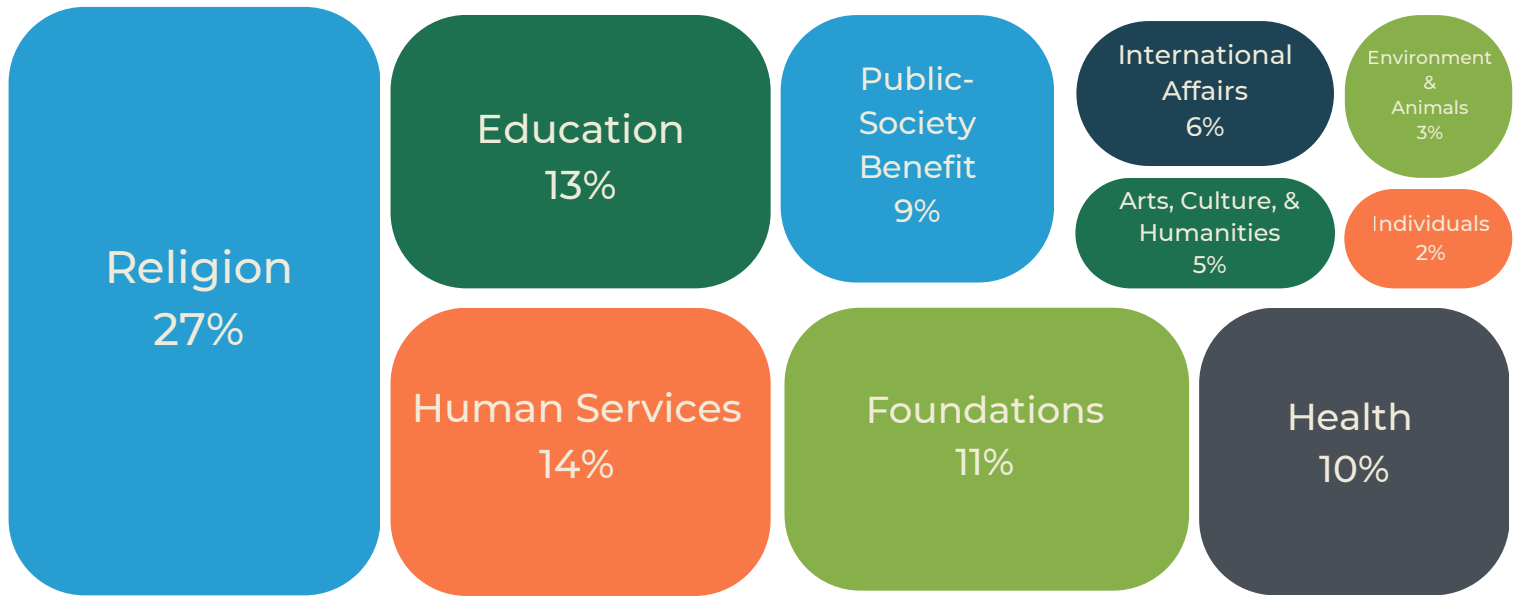
2018

US GIVING BY SOURCE



Giving from individuals decreased by 6.4% in 2022, while corporate giving saw the largest increase at 3.4%.

US GIVING BY RECIPIENT



Giving to Foundations (10.1% increase) and International Affairs (10.9% increase) saw the largest gains in 2022. Gifts to Public-Society Benefit organizations (-8.4%) and Education (-3.6%) saw the most significant decreases.

NATIONAL PHILANTHROPIC TRENDS

DONOR RETENTION

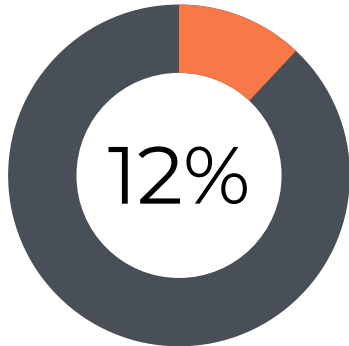
29%

First-year donor retention rate

60%

Multi-year donor retention rate

ONLINE GIVING

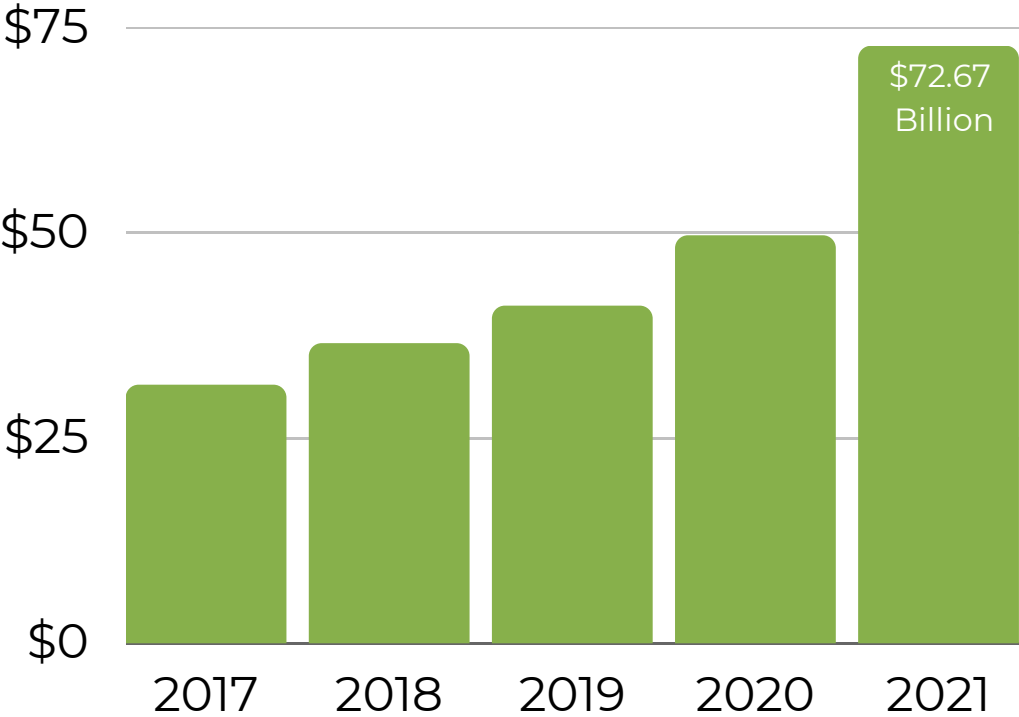


12% of giving came from online sources.

This is a 42% increase over the past three years.

TOTAL VALUE OF CONTRIBUTIONS TO DONOR-ADVISED FUNDS

\$ in Billions



27%

Annual Payout Rate of Donor Advised Funds

1,285,801

Total Number of Donor Advised Fund Accounts

GREATER ST. LOUISIS PROFILE

Metro Population
2,230,000

Unemployment
Rate
2.8%

GMP
\$173 Billion

Total
Businesses
88,000

New Businesses
Formed Annually
6,000

Median
Household
Income
\$42,000

ST. LOUIS NONPROFIT SECTOR

LARGEST CHARITABLE TRUSTS & FOUNDATIONS

1. St. Louis Community Foundation
2. The Foundation for Barnes-Jewish Hospital
3. Enterprise Holdings Foundation
4. Missouri Foundation for Health
5. The Centene Charitable Foundation

LARGEST NONPROFITS (BY FISCAL YEAR 2022 BUDGET)

1. Lutheran Senior Services
2. MERS/Missouri Goodwill Industries
3. St. Louis Area Food Bank
4. Catholic Charities of St. Louis
5. Joyce Meyer Ministries

LARGEST CORPORATE PHILANTHROPISTS

Small Companies

1. Dowd Bennett LLP
2. Kwame Building Group Inc.
3. Boggs Firm
4. Cass Commerical Bank
5. McKelvey Homes LLC

Midsize Companies

1. Thompson Coburn LLP
2. Keeley Companies
3. Object Computing Inc.
4. Lou Fusz Automotive Network Inc.
5. First Bank

Large Companies

1. Centene Corp.
2. Emerson
3. Edward Jones
4. Schnuck Markets Inc.
5. Ameren Corp.

**ST. LOUIS
BUSINESS JOURNAL**

ST. LOUIS PHILANTHROPIC INFLUENCERS



**13,917
NONPROFIT
BOARD
MEMBERS**



**1,503
TRUSTEES**



**33,216
BUSINESS
EXECUTIVES**



**68,091
BUSINESS
OWNERS**



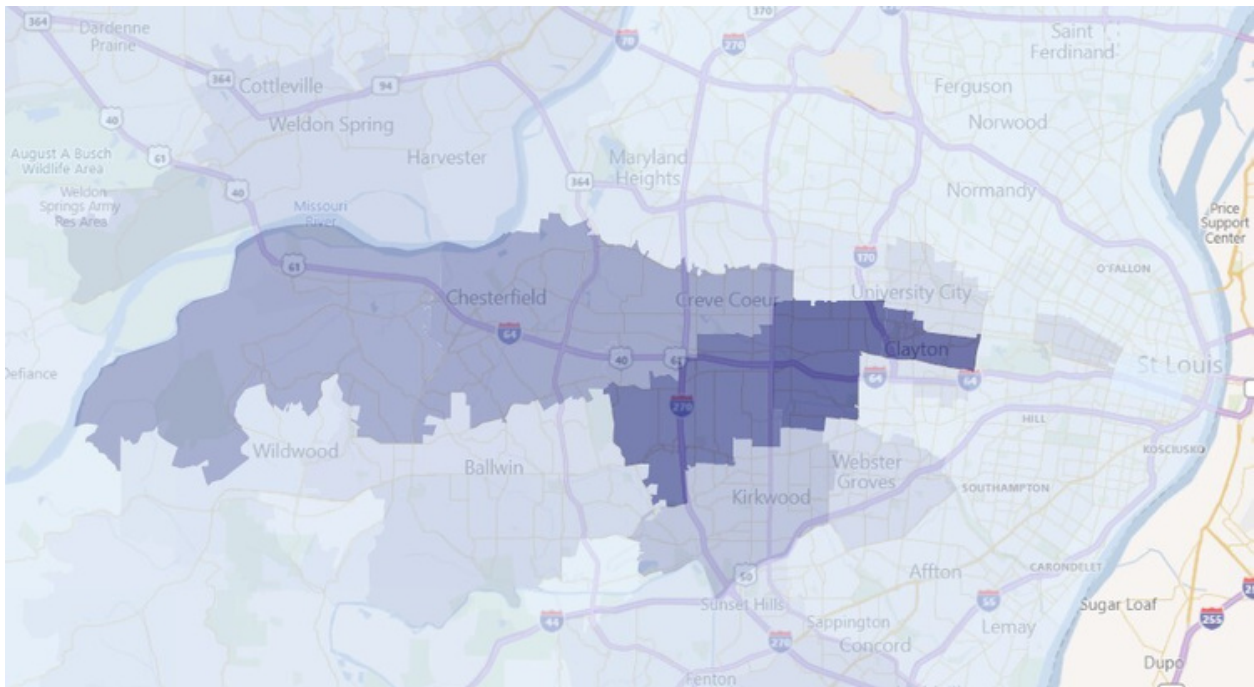
**1,752 HOUSEHOLDS
WITH NET WORTH
> \$10 MILLION**



**1,256
HOUSEHOLDS
THAT MANAGE
A PRIVATE
FOUNDATION**

WEALTH IN ST. LOUISIS

CONCENTRATION OF HIGH NET WORTH HOUSEHOLDS (>\$5M) IN THE ST. LOUIS METRO



Lower Concentration



Higher Concentration

245

Households with 5-year giving capacity greater than \$1,000,000

700+

Charitable Giving Funds at the St. Louis Community Foundation

INDIVIDUAL GIVING IN ST. LOUIS METRO

RECENT MILLION DOLLAR GIFTS IN THE ST. LOUIS METRO

DONOR(S)	RECIPIENT	AMOUNT
Barbara & Andrew Taylor	Washington University in St. Louis	\$15 Million
Philip & Sima Needleman	Washington University in St. Louis, Needleman Program for Innovation & Commercialization (NPIC)	\$15 Million
Henry A. Jubel Foundation	Saint Louis Zoo	\$15 Million
Mackenzie Scott	Parents As Teachers	\$7 Million
Enterprise Holdings Foundation & the Crawford Taylor Family Foundation	The Boys & Girls Clubs of Greater St. Louis	\$5 Million

ST. LOUIS HOUSEHOLDS WITH \$1 MILLION+ GIVING CAPACITY

23 are veterans

94 have a pool

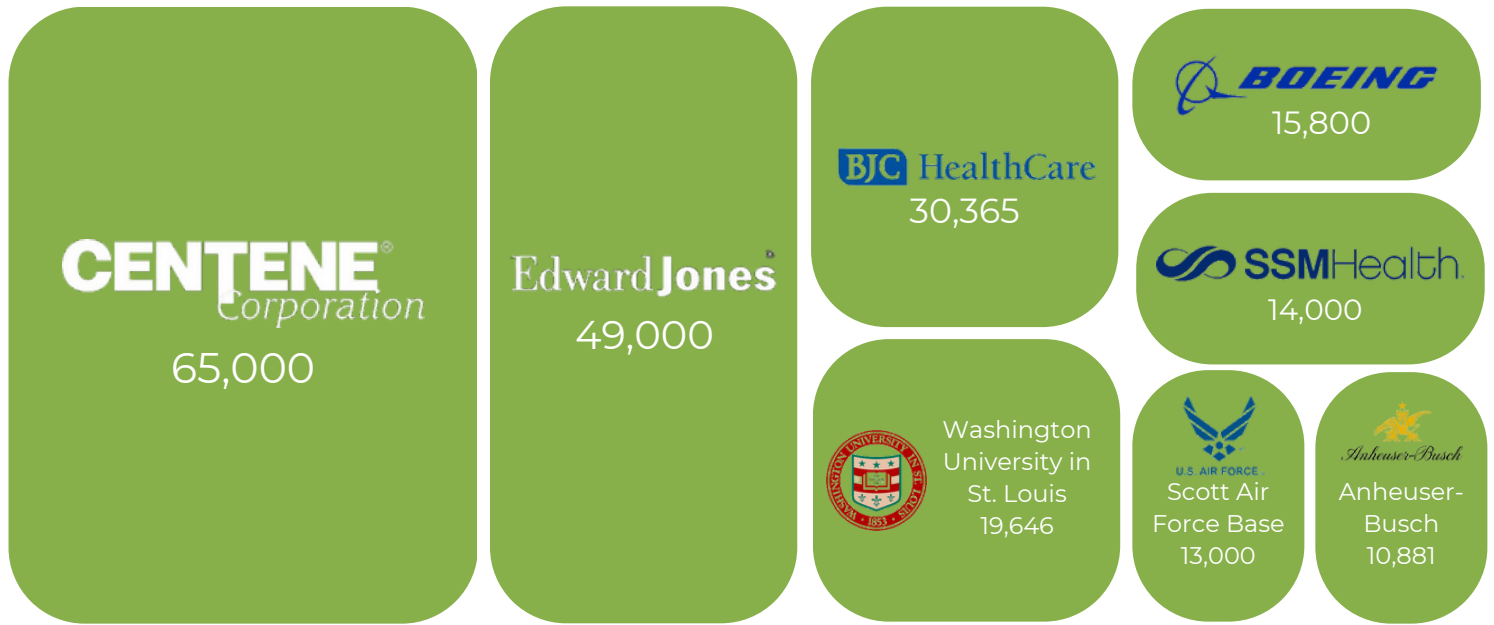
87 have kids

167 enjoy golf

28 support animal welfare

102 give to health organizations

CORPORATE GIVING IN ST. LOUIS



ST. LOUIS ASSOCIATION OF FUNDRAISING PROFESSIONALS RECENT HISTORY OF OUTSTANDING CORPORATE PHILANTHROPY PROGRAM HONOREES

First Bank	2017	National City	2007
Maritz, Inc.	2016	Centene Corporation	2006
Cope Plastics	2015	Edward Jones	2005
PNC Bank	2014	Citigroup	2004
Ameren	2013	McCarthy Building Companies, Inc.	2003
U.S. Bank	2012	Schnucks Markets, Inc.	2002
Emerson	2011	UMB Bank, NA	2001
Wells Fargo Advisors	2010	Commerce Bank	2000
Ameristar Casinos, Ameristar Cares	2009	Ralston Purina Company	1999
The Boeing Company	2008		

FOUNDATION GIVING IN ST. LOUIS



**428 PRIVATE FOUNDATIONS
WITH ASSETS OVER \$10M**

LARGEST GRANTMAKING FOUNDATIONS IN ST. LOUIS BY ASSETS

FOUNDATION	ASSETS
Ascension Health Alliance	\$ 34.32 Billion
BJC Health System	\$ 7.22 Billion
SSM Health Care Corporation	\$ 4.83 Billion
St. Louis University	\$ 2.82 Billion
Missouri Foundation for Health	\$ 1.49 Billion
Principia Corporation	\$ 1.12 Billion
Sacred Heart Health System Inc.	\$ 1 Billion
The Foundation for Barnes-Jewish Hospital	\$993.23 Million
Saint Thomas West Hospital	\$949.68 Million
St. Vincent Hospital & Health Care	\$867.20 Million

EDEN+

NONPROFIT FUNDRAISING CONSULTING

edenplus.org

515-705-3336